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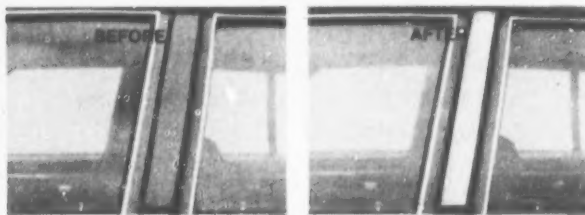
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10-month total tops 300,000 for first time since '79

RV shipments hit four-year high

Continued from Page 14

categories for both October and the 10-month period.

Through October, deliveries of all motor homes totaled approximately 58,800 units, an increase of 66.6 percent over the year-ago 35,300.

Ten-month shipments of Type A motor homes were up 71.2 percent, from 16,300 units in 1982 to 27,900. Van campers (Type B) totaled 4,600, a gain of 35.3 percent over last year's 3,400 units.

The Type B camper is a panel van to which the RV manufacturer adds any two of the following conveniences: Sleeping, kitchen and toilet facilities, 110-volt hookup, fresh-water storage, city-water hookup and a top extension to provide more headroom.

Deliveries of chopped vans—mini, low-profile and compact motor homes—were 68.6 percent higher than a year ago, 26,300 versus 15,600.

Multi-use vehicles shipped through October totaled approximately 129,900 units, an increase of 92.7 percent over last year's 40,100.

RVIA defines the multi-use vehicle as a completed van chassis modified by the RV manufacturer for transportation and recreational purposes. Changes may include windows, carpeting, paneling, seats, sofas and accessories.

Through October, shipments of all towable recreation vehicles totaled 118,500 units, an increase of 28.8 percent over the 92,000 delivered in the like period in 1982.

Travel trailers—conventional, fifth-wheel and park—were up 38.7 percent to 79,600 vehicles, compared with 57,400 a year ago. Folding camping trailers totaled 32,600, a gain of 10.1 percent over the year-earlier 29,600. Truck campers were 28 percent higher, from 5,000 units in 1982 to 6,300.

In October, total motor-home deliveries were 106.5 percent, from 3,100 a year ago to 6,400.

During the month, Type A motor-home shipments rose 88.2 percent to 3,200, compared with 1,700 a year ago. Chopped vans totaled 2,700 units, a gain of 107.7 percent over last year's 1,300.

Manufacturers delivered 500 van campers in October, an increase of 400 percent over the year-earlier 1,000 units.

Multi-use vehicles were 41.1

percent higher than last year, 12,700 versus 9,000.

Towable vehicles shipped during the month totaled 10,900 units, an increase of 26.7 percent over the year-earlier 8,600.

Retail outlets received 7,800 travel trailers in October, 41.8 percent more than the year-ago 5,500. Folding camping trailers were unchanged, with 2,700 being shipped. Truck-camper shipments totaled 400 both this year and last in October.

Big Three November, year-to-date sales

	November		Year to date	
	1983	1982	1983	1982
Ford				
Vans	14,127	10,208	153,725	115,675
Club Wagon	2,478	2,857	26,807	29,934
Ranger	15,086	9,818	171,584	94,203
Courier		3,527	5,657	31,320
Bronco	4,300	3,574	37,843	37,054
Bronco II	7,673		54,666	
Pickups	40,820	34,463	409,325	376,079
Mediums & Heavies	3,080	2,929	35,973	41,535
Chevrolet				
Vans	12,406	9,635	129,882	93,686
Sportvan	1,489	1,618	16,591	14,461
S-10	13,950	17,253	182,585	168,279
S-10 Blazer	11,573	2,973	93,592	4,330
LUV		1,633		21,485
El Camino	2,090	2,456	22,002	21,272
Blazer	3,127	1,899	27,454	22,406
Suburban	3,822	2,629	33,711	25,102
Pickups	37,561	37,480	372,662	367,311
Mediums	899	703	14,338	13,837
Chrysler				
Vans	4,956	4,729	66,299	56,527
Mini Ram Van	2		2	
Voyager	580		580	
Ram Wagon	2,800	2,139	33,609	26,890
Caravan	756		756	
Ram 50	2,954	2,518	30,501	31,737
Other Plymouth Trucks	127	699	7,039	10,167
Ramcharger	2,009	1,179	19,011	9,863
Rampage	690	1,076	9,746	15,518
Pickups	7,268	5,234	77,433	75,438
GMC				
Vans	3,069	2,619	42,491	25,255
S-15	3,170	4,556	37,350	36,184
S-15 Jimmy	2,648	481	18,821	591
Jimmy	695	514	6,475	6,103
Caballero	208	237	1,963	2,387
Suburban	1,079	873	10,082	8,496
Pickups	9,119	10,966	95,779	101,422
P Models	309	254	3,752	3,501
Mediums	1,110	664	16,925	19,017
Heavies	611	465	6,802	7,991

Year-to-date total up 20 pct. over 1982

Sharp gain reported in truck sales

Continued from Page 14

33,859 sales during the month, 10.1 percent higher than last year's 30,723. Through November, the count was 377,573, a gain of 33.8 percent over the year-ago 282,208.

During the month, 56,376 domestic compact trucks were retailed, up 14.7 percent over the year-earlier 49,066 units. The 11-month total was 33.1 percent higher, from 462,972 units in 1982 to 616,140.

November's domestic-compact sales included 756 Dodge Caravan T-wagons, 580 Plymouth Voyager wagons and two Dodge Mini Ram Vans. The T-wagons and van will go on sale officially in dealer showrooms Jan. 2.

In November, Ford widened its lead over Chevrolet. Its dealers sold 87,564 units, a gain of 30 percent over last year's 67,376. The 11-month total was up 23.4 percent to 895,580 units, compared with 725,800 a year ago.

Chevrolet dealers retailed 86,917 vehicles during the month, 11 percent higher than last year's 78,279. Through November, the count was 892,817, an increase of 19 percent over the year-earlier 750,169.

Dodge and Chrysler-Plym-

outh dealers sold 22,142 light trucks in November, a gain of 28 percent over last year's 17,574. The January-November total climbed to 244,976 units, up 8.2 percent over the year-earlier 226,140.

GMC reported that its dealers retailed 22,018 trucks during the month, 1.8 percent higher than last year's 21,629. Through November, the total was up 14 percent to 240,440 units, compared with 210,947 in 1982.

Sales of four-wheel-Jeep vehicles during the month totaled 10,412 units, an increase of 88.9 percent over the year-earlier 5,512. The 11-month count was 71,585, up 22.6 percent over the previous year's 58,369 units.

Volkswagen dealers retailed only 185 compact front-wheel-drive pickups during the month, compared with 906 a year ago. Through November, the total was 4,766, down 61.5 percent from last year's 12,072.

Increases were reported in November for all of the non-captive Japanese pickups except Nissan. The 11-month totals, however, were higher than last year for all five nameplates.

Toyota dealers retailed 12,-

306 vehicles during the month, a gain of 6.2 percent over the year-ago 11,125. The 11-month count was 153,028 units, up 16.6 percent over last year's 131,212.

In November, Nissan sales were down 21.9 percent to 10,770 units, compared with 13,789 a year ago. Through November, however, the total was 30.2 percent higher, from 97,267 units in 1982 to 126,661.

Mazda reported that its dealers sold 7,644 compact pickups during the month, an increase of 98.9 percent over the year-ago 3,844. The January-November total was up 82.4 percent to a record 87,072 units, compared with 36,772 last year.

November sales of Isuzu pickups totaled 2,065 units, an increase of 36.6 percent over last year's 1,523. Through November, the total was 22,637, up 39.2 percent over the year-earlier 16,263.

Mitsubishi, which introduced its compact pickups in the U.S. market at the start of the 1983 model year, reported 1,074 retail sales in November, up 143 percent from last year's 442. Through November, the total was 8,175, compared with 694 a year ago.

Buyers order them on almost 81 percent of new cars

Air conditioning is still a staple

By Joseph Bohn
Marketing Editor

Auto buyers have increasingly made air conditioning a staple item, demanding it in high numbers on all but the most entry level models.

The trend continued unabated in '83, as 80.97 percent of do-

mestic cars came equipped with air, compared with 80.28 percent for the previous model year.

General Motors, as usual, led the industry. It generally sells the highest option content in cars.

It installed air in 90.85 per-

cent of its models, up from 86.11 percent in '82.

Ford was next with a 77.87 percent installation rate, up from 74.17 percent in '82. Chrysler's rate was 61.36 percent, down from 69.84 percent. And American Motors' rate was 49.86 percent, down from 60.35 percent the previous year.

Generally, with higher percentages of bigger cars being sold and everyone going "up-scale" in their marketing efforts, air conditioning is expected to continue making headway in industry sales.

The only cars running at or below 50 percent penetration are small base-level models, such as Omni/Horizon, Escort/Lynx and Chevette/Pontiac 1000.

Interestingly, Volkswagen is picking up ground with this profitable option, increasing its penetration to 52.20 percent from 46.20 percent in '82.

Chrysler aide heads Detroit productivity unit

DETROIT.—Robert W. Rawlings, director of productivity planning for Chrysler Corp., has been elected chairman of the newly formed Detroit Area Council of the American Productivity Management Assn.

This organization of companies in the U. S. and Canada is dedicated to improving productivity, quality and employee job satisfaction in the private and public sectors.

Local councils allow members to meet between national meetings to discuss topics of their choice, said Leon N. Skan, APMA executive director. The meetings are informal, and they provide members an opportunity to discuss local as well as national issues, Skan said. APMA councils are scheduled to be established within a year in Chicago, Minneapolis, New York, the New Jersey area and San Francisco.

Detroit-area membership includes General Motors, Chrysler Corp. and Ex-Cell-O Corp.

Started in 1975 as an informal information network by 10 companies interested in productivity improvement, APMA now consists of 180 major companies with more than \$550 billion in sales. The association's membership also includes many public sector organizations, among them NASA and the City of New York.

New spurt predicted for '84

Turbos, fuel injection growing fast

By Joseph Bohn
Marketing Editor

Turbochargers and fuel injection are probably the two fastest-growing extra equipment items in the domestic industry.

Auto companies, for example, expect to install turbochargers in roughly 500,000 cars in '84—new lines, like Chrysler's Daytona and Laser, Ford's Mark VII and carryover lines like Cougar,

ENGINE ASSISTS ON 1983 U. S. MODELS

	Turbo Charging	Percent of Output	Fuel Injection	Percent of Output
AMERICAN MOTORS	N.A.	.....	142,205	88.91
Alliance	N.A.	.....	142,205	100.00
Eagle	N.A.	.....	N.A.	.....
CHRYSLER CORP.	N.A.	.....	N.A.	.....
Chrysler-Plymouth Total	N.A.	.....	N.A.	.....
Turismo	N.A.	.....	N.A.	.....
Horizon	N.A.	.....	N.A.	.....
Reliant	N.A.	.....	N.A.	.....
Gran Fury	N.A.	.....	N.A.	.....
Fifth Avenue	N.A.	.....	N.A.	.....
E-Class	N.A.	.....	N.A.	.....
LeBaron	N.A.	.....	N.A.	.....
New Yorker	N.A.	.....	N.A.	.....
Dodge Total	N.A.	.....	N.A.	.....
Omni	N.A.	.....	N.A.	.....
Charger	N.A.	.....	N.A.	.....
Aries	N.A.	.....	N.A.	.....
600	N.A.	.....	N.A.	.....
Diplomat	N.A.	.....	N.A.	.....
FORD MOTOR	13,551	1.04	338,326	26.19
Ford Division	13,170	1.67	111,587	13.31
Escort	N.A.	.....	9,057	3.70
EXP	N.A.	.....	231	10.27
Mustang/Mustang II	604	0.50	604	0.50
LTD	N.A.	.....	N.A.	.....
Thunderbird	12,566	10.30	15,464	42.20
Crown Victoria	N.A.	.....	50,211	88.50
Fairmont	N.A.	.....	N.A.	.....
Tempo	N.A.	.....	N.A.	.....
L-M Division	381	0.08	226,739	50.05
Lynx	N.A.	.....	3,405	4.90
Capri	381	1.50	381	1.50
Marquis	N.A.	.....	N.A.	.....
Cougar	N.A.	.....	26,056	34.40
Grand Marquis	N.A.	.....	95,718	100.00
LN7	N.A.	.....	111	15.90
Topaz	N.A.	.....	N.A.	.....
Continental	N.A.	.....	16,831	100.00
Lincoln	N.A.	.....	53,381	100.00
Mark VI	N.A.	.....	30,356	100.00
GENERAL MOTORS	4,986	0.01	1,034,910	28.77
Buick Division	4,986	0.62	143,725	17.78
Skylark	N.A.	.....	48,531	46.40
Skyhawk J	N.A.	.....	63,152	100.00
Century	N.A.	.....	32,042	25.01
Regal	3,652	1.60	N.A.	.....
Buick	N.A.	.....	N.A.	.....
Riviera	1,334	2.7	N.A.	.....
Cadillac Division	N.A.	.....	287,637	98.23
Cimarron	N.A.	.....	19,294	100.00
Seville	N.A.	.....	29,791	97.90
Eldorado	N.A.	.....	66,216	98.22
Cadillac	N.A.	.....	172,336	98.10
Chevrolet Division	N.A.	.....	336,889	28.27
Chevette	N.A.	.....	N.A.	.....
Cavalier	N.A.	.....	203,068	92.90
Celebrity	N.A.	.....	37,709	35.60
Camaro	N.A.	.....	29,641	19.20
Citation	N.A.	.....	49,886	54.10
Malibu	N.A.	.....	N.A.	.....
Monte Carlo	N.A.	.....	N.A.	.....
Chevrolet	N.A.	.....	N.A.	.....
Corvette	N.A.	.....	16,585	100.00
Oldsmobile Division	N.A.	.....	140,540	15.33
Omega	N.A.	.....	31,816	59.00
Firenza	N.A.	.....	36,962	90.70
Cutlass	N.A.	.....	N.A.	.....
Cutlass/Ciera	N.A.	.....	71,762	42.30
Oldsmobile	N.A.	.....	N.A.	.....
Toronado	N.A.	.....	N.A.	.....
Pontiac Division	N.A.	.....	126,119	32.58
6000	N.A.	.....	28,017	40.43
2000	N.A.	.....	66,474	84.87
1000	N.A.	.....	N.A.	.....
Firebird	N.A.	.....	16,748	22.37
Phoenix	N.A.	.....	14,880	54.12
Grand Prix	N.A.	.....	N.A.	.....
Bonneville	N.A.	.....	N.A.	.....
Parisienne	N.A.	.....	N.A.	.....
VOLKSWAGEN	807	1.10	62,870	85.60

Total Cars, U. S. 19,344 0.03 1,578,311 26.40

Note: Tempo/Topaz, despite being '84 models, are included for the period they were built during the '83 run. The same is true for Corvette. Some models built principally or solely in Canada are included to give an accurate picture of industry rates.

AIR CONDITIONING INSTALLATIONS

1983 VS. 1982 MODEL YEAR

	1983 Model Year	1982 Model Year		1983 Model Year	1982 Model Year
	Unit Total	Percent of Output	Pct. of '83 Air Conditioner Installations	Unit Total	Percent of Output
Spirit	1,536	44.00	0.03	8,880	44.00
Concord	4,585	86.50	0.09	26,314	78.10
Eagle	9,752	55.00	0.20	7,592	44.60
Alliance	68,258	48.00	1.40	.....	.....
AMERICAN MOTORS	84,131	49.86	1.72	42,786	60.35
CHRYSLER CORP.	540,219	61.36	11.10	506,052	69.84
C-P Total	316,359	58.02	6.50	331,501	7.23
Horizon	22,465	39.30	0.46	15,834	37.10
Turismo	14,938	39.70	0.31	13,444	31.50
Reliant	13,307	76.40	0.27	113,969	70.10
Gran Fury	14,071	89.40	0.29	16,665	88.90
Imperial	1,427	100.00	0.02	2,717	100.00
Cordoba	15,272	97.20	0.31	18,400	96.10
LeBaron	73,205	92.70	1.50	93,909	90.90
New Yorker	36,817	97.90	0.76	56,563	100.00
Fifth Ave.	83,501	100.00	1.73	.....	.....
E-Class	41,356	95.50	0.85	.....	.....
Dodge Total	223,860	66.78	4.60	174,551	63.21
Charger	19,397	40.80	0.40	15,224	33.40
Omni	19,173	35.50	0.39	13,403	36.80
Aries	99,601	73.00	2.05	87,761	67.80
Diplomat	21,804	89.20	0.45	24,289	92.50
Dodge 400	23,640	83.20	0.49	28,949	84.30
Mirada	5,272	94.20	0.10	7,925	93.10
Dodge 600	34,973	91.80	0.72	.....	.....
FORD MOTOR	1,005,773	77.87	20.67	970,487	74.17
Ford Division	599,694	71.52	12.33	617,357	69.73
Escort	105,010	42.90	2.16	137,238	43.10
EXP	937	41.70	0.02	12,548	55.40
Mustang	82,650	76.20	1.70	86,728	66.50
LTD (Granada)	135,671	93.90	2.79	110,577	91.90
T-Bird	109,647	96.50	2.25	44,194	97.90
Cm. Vict. (LTD)	55,828	98.40	1.15	118,005	97.80
Fairmont	66,917	88.20	1.37	108,067	84.60
Tempo	43,034	77.80	0.89	.....	.....
L-M Division	406,074	89.63	8.34	353,130	83.45
LN7	421	60.30	0.01	7,986	69.20
Lynx	36,069	51.90	0.74	49,756	49.70
Capri	19,616	77.30	0.40	25,800	71.40
Zephyr	.....	.....	.....	35,691	91.30
Topaz	14,077	80.00	0.29	.....	.....
Marquis	65,472	97.20	1.35	.....	.....
Cougar (XR-7)	73,925	97.60	1.51	71,736	97.50
G. Marquis (Merc.)	95,431	99.70	1.96	76,848	99.60
Continental	16,831	100.00	0.35	23,908	100.00
Lincoln	53,381	100.00	1.10	35,069	100.00
Mark VII	30,856	100.00	0.63	26,336	100.00
GENERAL MOTORS	3,198,376	90.65	65.72	3,018,871	86.11
Buick Division	772,959	95.61	15.88	703,523	95.07
Skylark	93,450	89.30	1.92	129,526	89.60
Skyhawk	50,395	79.80	1.04	37,184	77.60
Century	123,065	96.20	2.53	98,332	95.50
Regal	222,534	97.50	4.57	220,233	97.70
Buick	233,281	99.60	4.79	174,177	99.50
Riviera	50,234	100.00	1.03	44,071	100.00
Cadillac Division	292,814	100.00	6.02	235,584	100.00
Cimarron	19,294	100.00	0.40	25,968	100.00
Seville	30,430	100.00	0.63	19,998	100.00
Eldorado	67,416	100.00	1.39	52,018	100.00
Cadillac	175,674	100.00	3.60	137,600	100.00
Chevrolet Division	922,594	77.41	18.96	970,013	74.77
Chevette	85,451	38.60	1.34	94,464	38.80
Cavalier	141,426	64.70	2.91	124,620	63.90
Celebrity	98,614	93.10	2.03	80,959	87.70
Camaro	128,753	83.40	2.65	150,378	84.10
Citation	69,803	75.70	1.43	121,751	73.50
Malibu	99,460	84.70	2.04	103,235	88.90
Monte Carlo	88,999	92.40	1.83	86,478	93.60
Chevrolet	213,503	96.70	4.39	182,721	97.10
Corvette	16,585	100.00	0.34	25,407	100.00
Oldsmobile Division	885,722	96.63	18.20	872,058	95.69
Omega	46,322	85.90	0.95	65,957	85.14
Firenza	31,868	78.20	0.65	22,686	75.35
Cutlass	267,540	98.40	5.51	191,092	98.33
Cutlass/Ciera	162,694	95.90	3.34	95,312	94.07
Oldsmobile	337,693	99.10	6.94	263,083	99.21
Toronado	39,605	100.00	0.81	33,928	100.00
Pontiac Division	324,287	83.76	6.66	437,693	82.52
2000	51,384	65.60	1.06	85,103	71.60
6000	66,397	97.00	1.36	38,315	94.70
1000	12,807	49.30	0.26	17,921	40.30
Firebird	63,726	85.10	1.31	102,051	87.70
Phoenix	20,675	75.20	0.42	39,332	80.00
Grand Prix	39,322	97.90	0.81	78,231	97.00
Bonneville/LeMans	52,618	96.70	1.08	76,740	95.40
Parisienne	17,358	99.50	0.36	.....	.....
VOLKSWAGEN	38,339	52.20	0.79	47,431	46.20

Total Industry 4,866,838 80.97 100.00 4,585,627 80.28 100.00

Note: Tempo/Topaz, despite being '84 models, are included for the period they were built during the '83 run. The same is true for Corvette. Some models built principally or solely in Canada are included to give an accurate picture of industry rates.

Cunningham adds leasing

KANSAS CITY.—Cunningham Olds-GMC has formed a separate leasing division, to be named Cunningham Lease Division.

EXP, Escort/Lynx, Pontiac's Sunbird et al.

In '83, turbochargers went on only 19,344 cars, or 0.03 percent of industry output.

Meanwhile, growing even faster is fuel injection—mostly, the throttle-body kind. Chrysler, for example, will put fuel injection on almost all its cars in '85 (except for entry level models, like Omni/Horizon).

General Motors and Ford have already moved ahead quickly, offering the carburetor-alternative on a number of '83 models which has been expanded even further in '84.

Industry observers predict

that within a few years all but the lowest-priced lines will feature fuel injection.

Throttle body, the more expensive version, is still reserved for the high-priced lines, however.

In '83, 1,578,311 cars, or roughly 26.40 percent of industry output, carried fuel injection.

New AMC outlet

IVORYTON, Conn.—Behrens and Bushnell division of Town & Country (Buick-Cadillac-Lincoln-Mercury-Mazda) has been designated an AMC-Jeep-Renault dealership.

factories list auction dates

American Motors

Dec. 20—Aptco Auto Auction, Taylor, Mich.; D-A Auto Auction, New Stanton, Pa., and High Point Auto Auction, High Point, N. C.

Dec. 21—Central States Auto Auction, Mason City, Ia.; Metro Milwaukee Auto Auction, Caledonia, Wis.; Columbus Fair Auto Auction, Ozet, O. and Kansas City Auto Auction, Kansas City, Mo.

Dec. 22—Minneapolis North-

star Auto Auction, Shakopee, Minn.

Dec. 28—Central States Auto Auction, Mason City, Ia., and Southern Auto Auction, Warehouse Point, Conn.

Dec. 29—Aptco Auto Auction, Taylor, Mich., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Ford Motor Co.

Dec. 20—Aptco Auto Auction, Taylor, Mich.

Dec. 21—Golden Gate Auto Auction, Fremont, Calif.; Metro Auto Auction of Kansas City,

Lee's Summit, Mo., and Northway Exchange, Clifton Park, N. Y.

Chrysler Corp.

Dec. 20—Aptco Auto Auction, Taylor, Mich.; Baltimore Wash-

ington Auto Exchange, Baltimore, Md.; Hatfield Auto Auction, Hatfield, Pa., and Golden Gate Auto Auction, Fremont, Calif.

Dec. 21—Concord Auto Auction, Acton, Mass.; Columbus Fair Auto Auction, Oetz, O.; Dallas Auto Auction, Grand Prairie, Tex.; Minneapolis Auto Auction, Plymouth, Minn., and Southern Auto Auction, Warehouse Point, Conn.

Dec. 22—166 Auto Auction, Springfield, Mo.

McDonald gets Pontiac

ROSWELL, Ga. — John T. McDonald has opened John McDonald Pontiac here.

Model breakdown

	DECEMBER TO DATE	NOVEMBER	OCTOBER
1983.....	\$10,913	\$ 9,086	\$10,112
1982.....	6,380	7,035	7,653
1981.....	5,258	5,739	6,114
1980.....	4,207	4,813	5,185
1979.....	3,899	4,095	4,386
1978.....	2,811	3,187	3,316
1977.....	2,211	2,475	2,365
1976.....	1,426	1,791	1,868
Overall			
Average \$	3,986	\$ 5,059	\$ 5,241

Used Car Sales

	Auction Averages
December to date	\$3,986
Month ago	\$5,110
Year ago	\$4,560

used-car auction directory

Display Rates: \$68.50 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time,

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Thursday, December 29th at 11:00 A.M.

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Metro Auto Auction of Kansas City, Inc.

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(816) 525-1100

Wednesday, December 28th at 11:00 A.M.

800 units in our regular big sale plus Avis, Budget & Hertz "Factory Program Cars."

Minneapolis Northstar Auto Auction, Inc.

7700 State Highway 101, Shakopee, Minnesota 55379
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4226 East Main, Grand Prairie, Texas 75050
(214) 264-2344

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Year-to-date auto output tops 6.6 million

Week's production slips to 167,495

By Mary Beth Mayer
Staff Writer

Last week the domestic auto makers scheduled 167,495 units, trailing the previous week's output of 172,807 by 3.08 percent, but 39.99 percent above the year-ago total of 119,852.

Down time at two General Motors Camaro/Firebird plants accounted for the production decline. GM's Norwood (O.) and Van Nuys (Calif.) plants were shut last week by a parts shortage that was reportedly due to poor quality electronics components which were received from non-GM suppliers.

So far this year, there have been 6,635,197 cars completed, up 32.56 percent from 5,005,484 finished at this time last year.

Breakdown for the week by company was: General Motors, 55.70 percent; Ford Motor Co., 22.18 percent; Chrysler Corp., 16.03 percent; American Motors, 3.43 percent; Volkswagen of America, 1.54 percent, and Honda, 1.12 percent.

Seventeen plants worked overtime schedules last week.

GM slated two shifts Saturday (Dec. 17) at Arlington (Tex.), Detroit, Doraville (Ga.), Fairfax (Kans.), Flint (B-D and

G lines), Janesville (Wis.) and Pontiac. The Lansing B-D line put in one shift of Saturday and Sunday (Dec. 18) overtime.

GM's Norwood and Van Nuys plants are scheduled to return to operation today (Dec. 19).

Ford facilities working daily overtime last week were: Atlanta, Chicago, St. Louis, Wayne (Mich.) and Wixom (Mich.). Wayne also operated two Saturday shifts.

Next week, Ford's Kansas City and Lorain points will be closed to avoid a parts shortage.

Chrysler's five car points put in extra daily hours last week. Belvidere (Ill.), Newark (Del.) and St. Louis No. 1 worked two daily 9-hour shifts, while Jefferson (Detroit) operated two 8½-hour shifts. St. Louis No. 2 worked one daily 10-hour shift. All five plants operated Saturday.

This week Chrysler plans to follow the same overtime schedule as last week, except that on the fifth day, Belvidere, Newark, St. Louis No. 1 and Jefferson will operate two 8-hour shifts.

All U.S. car and truck plants will close for the Christmas-New Year holiday and most will be down from Monday, Dec. 26 through Monday, Jan. 2.

Truck production remains above 59,000 for week

Domestic truck manufacturers last week produced an estimated 59,467 units, 130 more than were built the week before and 35.54 percent over the 38,333 built in the year-ago week.

Year-to-date, there have been 2,330,394 trucks assembled, up 25.54 percent from last year's 1,856,380.

Saturday (Dec. 17) overtime was worked at five General Motors plants. Janesville (Wis.), Pontiac No. 5 and St. Louis worked two shifts while Detroit and Pontiac No. 2 worked one shift.

Ford Motor Co.'s Kansas City, Lorain (O.), Louisville and Wayne (Mich.) plants worked daily overtime last week.

Chrysler Corp.'s Warren truck facility put in two 9-hour shifts four days last week and operated two normal 8-hour shifts on the fifth day. Chrysler plans two 8-hour shifts there all five days next week.

Week's output steady in Canada for cars, trucks

Canadian car and truck production last week remained about even with the previous week.

The car manufacturers scheduled 22,591 units, 27 units ahead of the 22,564 assembled the week before and 1.13 percent more than the 22,339 units built in the year-ago week.

So far this year, the makers have assembled 944,595 units, leading the year-ago output of 815,996 by 15.76 percent.

Truck output for last week was targeted at 15,171, a decline of 11 units from the prior week, but 50.41 percent ahead of the year-ago week's 10,087.

U. S. CAR PRODUCTION

	Week Ended Dec. 17, 1983	Week Ended Dec. 18, 1982	Week Ended Dec. 10, 1983	Dec. to Date	Jan. 1 to Dec. 18, 1982	Jan. 1 to Dec. 17, 1983
AMERICAN MOTORS.....	5,750	3,061	5,837	13,867	103,131	195,109
AMC Total.....					49,903	4,071
Concord.....						4,068
Eagle.....						3
Renault Total.....	5,750	3,061	5,837	13,867	53,228	191,038
Alliance.....	2,875	3,061	2,920	6,935	53,228	151,292
Encore.....	2,875		2,917	6,932		39,746
CHRYSLER CORP.....	26,850	14,650	23,953	62,003	588,460	876,004
Plymouth Total.....	8,950	5,850	7,620	20,154	236,327	302,204
Horizon.....	3,600	2,100	3,143	8,247	75,708	114,308
Reliant.....	4,900	3,700	4,171	11,065	159,111	181,729
Caravelle.....	150	50	107	297	1,508	5,113
Gran Fury.....	300		199	545		1,054
Chrysler Total.....	8,100	2,600	7,289	18,649	112,813	226,644
LeBaron.....	2,300	1,200	1,998	5,328	93,977	83,752
Laser.....	2,000		1,604	4,190		22,258
Chrysler.....	2,000	1,400	1,689	4,457	18,206	102,669
Fifth Avenue.....	1,800		1,998	4,674		17,965
Dodge Total.....	9,800	6,200	9,044	23,200	239,950	347,156
Omni.....	3,300	2,000	2,891	7,539	70,912	123,058
Aries.....	3,700	3,200	3,556	8,954	126,995	139,115
Daytona.....	1,500		1,262	3,504		17,769
Dodge 400.....		400			30,002	18,478
Dodge 600.....	1,100	600	1,175	2,817	12,041	47,608
Diplomat.....	200		160	386		1,128
FORD MOTOR.....	37,145	27,186	38,355	90,470	1,080,344	1,513,418
Ford Division.....	26,430	16,838	25,957	62,153	674,095	985,761
Escort.....	8,584	6,989	8,338	19,946	258,704	281,792
Fairmont.....		3,029			125,789	23,728
Mustang/Mustang II.....	3,684	2,058	3,822	8,882	124,159	120,461
LTD/Granada.....	4,358	3,846	4,805	11,017	128,390	175,139
Thunderbird.....	3,430		3,228	7,996	29,326	182,384
Crown Victoria/Ford.....	2,559	747	2,098	5,449	1,339	91,339
EXP.....	632	169	615	1,463	6,388	3,955
Tempo.....	3,183		3,051	7,400		106,963
L-M Division.....	10,715	10,348	12,398	28,317	406,249	527,657
Mercury Total.....	7,886	7,930	9,047	21,023	310,278	424,890
Lynx.....	977	2,269	1,291	2,750	79,733	71,570
Capri.....	346	221	308	928	32,290	24,265
Zephyr.....		946			39,676	8,601
Marquis/Cougar.....	1,933	2,250	2,059	4,882	59,543	74,903
Cougar/RX7.....	2,693		2,745	6,636	10,580	124,509
Gr. Marquis/Marquis.....	1,061	2,198	1,516	3,233	86,685	89,762
LN7.....		46			1,771	290
Topaz.....	876		1,128	2,554		30,990
Lincoln Total.....	2,829	2,418	3,351	7,294	95,971	102,767
Continental.....	533	484	648	1,389	19,738	12,795
Lincoln.....	702	1,134	839	1,819	46,821	57,927
Mark VI/VII.....	1,594	800	1,864	4,086	29,412	32,045
GENERAL MOTORS.....	93,293	71,352	99,578	235,969	3,148,802	3,902,690
Buick Division.....	23,300	17,675	23,600	56,486	737,580	882,144
Skyhawk.....	3,330	3,699	3,407	8,149	134,861	110,827
Skyhawk J.....	2,706	1,402	3,234	7,210	64,314	77,752
Century.....	4,564	2,519	4,685	10,999	109,717	166,389
Regal.....	4,860	5,066	4,702	11,478	205,658	232,100
Buick.....	6,438	3,801	6,004	14,974	180,109	242,551
Riviera.....	1,240	1,188	1,478	3,360	42,927	52,113
Electra (fwd).....	162		90	316		412
Cadillac Division.....	7,445	6,376	6,835	17,390	241,557	301,716
Cimarron.....	629	617	452	1,355	10,060	20,506
Seville.....	670	525	794	1,794	22,279	33,962
Eldorado.....	1,280	1,216	1,529	3,439	55,644	71,036
Cadillac.....	4,736	4,018	3,998	10,596	153,574	176,006
DeVille (fwd).....	130		62	206		206
Chevrolet Division.....	27,475	21,711	30,844	71,879	996,441	1,287,359
Chevette.....	4,185	4,509	4,232	10,063	204,355	199,824
Cavalier.....	8,441	2,782	8,088	19,839	92,608	301,764
Celebrity.....	5,471	2,072	5,652	13,541	66,056	172,622
Camaro.....		3,895	4,615	6,965	211,079	188,761
Citation.....	1,886	2,587	1,790	4,446	155,463	85,153
Malibu/El Camino.....	504	2,887	493	1,239	122,389	100,738
Monte Carlo.....	4,206	1,868	3,513	9,419	80,238	122,140
Chevrolet.....	1,882	1,111	1,688	4,336	41,739	88,770
Corvette.....	900		773	2,031	22,514	27,587
Oldsmobile Division.....	26,016	18,543	26,564	64,430	760,163	1,010,730
Omega.....	1,730	1,624	1,693	4,075	73,176	56,756
Firenza.....	2,038	794	2,399	5,349	44,015	51,221
Cutlass.....	7,164	6,229	7,877	18,823	211,723	301,192
Cutlass/Ciera.....	5,128	2,790	3,993	11,173	119,948	208,745
Oldsmobile.....	8,776	6,318	9,241	21,937	277,308	350,799
Olds 98 (fwd).....	125		100	283		283
Toronado.....	1,055	788	1,261	2,790	33,993	41,734
Pontiac Division.....	9,057	7,047	11,735	25,784	413,061	420,741
Acadian.....			355	427	9,617	14,493
2000.....	2,858	1,578	3,572	7,860	40,402	112,143
1000.....	875	1,118	875	2,100	34,874	41,207
Firebird.....		1,567	2,295	3,543	122,890	97,156
Phoenix.....	500	728	456	1,174	45,019	24,565
G. Prix/Bonneville.....	1,690	2,056	1,635	3,941	129,917	91,403
Parisienne.....	424		358	956		12,104
Fiero.....	2,710		2,185	5,783		27,670
6000.....					30,342	
HONDA.....	1,875	120	2,004	4,637	510	52,318
VOLKSWAGEN.....	2,582	3,283	3,080	6,448	82,074	95,658
CHECKER.....					2,163	
Total Cars, U.S.	167,495	119,852	172,807	413,394	5,005,484	6,635,197
Total Cars, Canada.....	22,591	22,339	22,564	54,577	815,996	944,595
N. American Cars.....	190,086	141,991	195,371	467,971	5,821,480	7,579,792
N. American Trucks.....	74,638	48,420	74,519	175,355	2,325,690	2,870,833
North American Cars and Trucks.....	264,724	190,411	269,890	643,326	8,147,170	10,450,625

†—All Acadiane and Caravelles are built for sale in Canada. *—Estimated.

Total Cars, U.S. 167,495 119,852 172,807 413,394 5,005,484 6,635,197

Total Cars, Canada..... 22,591 22,339 22,564 54,577 815,996 944,595

N. American Cars..... 190,086 141,991 195,371 467,971 5,821,480 7,579,792

N. American Trucks..... 74,638 48,420 74,519 175,355 2,325,690 2,870,833

North American
Cars and Trucks..... 264,724 190,411 269,890 643,326 8,147,170 10,450,625

†—All Acadiane and Caravelles are built for sale in Canada. *—Estimated.

Year-to-date, the truck manu-

facturers have completed 540,439 units, 15.16 percent ahead of the 469,310 built at this time in 1982.

As of last week, Chrysler

Corp.'s Windsor facility had completed more than 14,000 T-115 minivans. A Chrysler spokesman said that the plant will add a second shift to its schedule beginning Jan. 16, 1984.

Production, sales plummet as Mexican crisis continues

MEXICO CITY. — The automobile industry will close the year with a 43-percent drop in production and in new-car sales, industry sources said.

Sales will be less than half of what they were two years ago.

Used-car sales dropped by 60 percent and it is estimated that more than 300,000 workers have

lost their jobs in the automobile industry.

The Mexican Assn. of the Automobile Industry (AMIA) chaired by Cesar Flores Esquivel, and the National Assn. of Automobile Dealers (ANCA) headed by Alfredo Roiz, agreed that the industry is in its worst crisis of recent years.

They blamed the crisis on the general state of the economy and especially on the sharp drop in the population's purchasing power.

ANCA said that the collapse in used-car sales has led to the closing of scores of dealerships.

Felix Rojas Cruz, head of AMIA's computing department, said the drop in 1983 put production and sales at the level of 10 years ago.

In 1981, a record year, a total of 571,000 vehicles were sold, including automobiles, buses, truck-tractors and tractors.

In 1982, 409,000 units were sold and it is estimated that this year sales will shrink to 260,000 units.

CANADIAN CAR PRODUCTION

	Week Ended Dec. 17, 1983	Week Ended Dec. 18, 1982	Week Ended Dec. 10, 1983	Dec. to Date	Jan. 1 to Dec. 18, 1982	Jan. 1 to Dec. 17, 1983
AMERICAN MOTORS.....	720	1,079	790	1,742	29,385	28,825
CHRYSLER CORP.....		4,225			148,616	104,365
FORD MOTOR.....	8,390	8,727	8,468	20,708	283,214	274,726
GENERAL MOTORS.....	13,256	8,128	13,141	31,587	344,874	526,467
VOLVO.....	225	180	225	540	9,907	10,212
Total Cars, Canada.....	22,591	22,339	22,564	54,577	815,996	944,595

TRUCK PRODUCTION IN U. S.†

	Week Ended Dec. 17, 1983	Week Ended Dec. 18, 1982	Week Ended Dec. 10, 1983	Dec. to Date	Jan. 1 to Dec. 18, 1982	Jan. 1 to Dec. 17, 1983
CHEVROLET.....	19,620	11,898	19,110	42,846	639,313	796,297
DODGE.....	4,300	2,300	4,185	10,005	119,931	143,455
FORD.....	22,345	15,746	22,317	53,278	681,636	906,590
GMC.....	5,878	4,145	6,261	14,731	220,547	257,241
INTERNATIONAL.....	1,224	1,050	1,232	2,952	45,671	50,193
VOLKSWAGEN.....					8,103	2,079
JEEP.....	3,350	2,144	3,449	8,381	84,799	105,238
NISSAN.....	1,700		1,733	4,071		18,691
AM GENERAL.....	50*	50*	50*	120*	2,380*	2,410
MISCELLANEOUS.....	1,000*	1,000*	1,000*	2,400*	54,000*	48,200
Total Trucks, U.S.	59,467	38,333	59,337	138,784	1,856,380	2,330,394

Automotive News

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December 26, 1983

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59th year—\$40 per year, \$1.00 per copy

GM-Toyota deal ranks second in 31st annual poll

Story of the Year: Recovery for auto industry

By John K. Teahen Jr.
Managing Editor

It wasn't the best of years, but it sure was a lot better than the three that preceded it.

For the auto industry, 1983 has been a year of recovery after three years of recession/depression. And that recovery was voted the top event by the AUTOMOTIVE NEWS editorial staff in the 31st annual Story of the Year poll.

Second place went to the General Motors-Toyota agreement to build small cars together in California and in the third spot, just a point behind, was Chrysler Corp.'s payback of its \$1.2 billion in federally guaranteed loans—seven years early.

Another agreement with the Japanese was the No. 4 story: Japan agreed to a fourth year of

voluntary restraints on car exports to the U.S. The new quota, for the year beginning April 1, 1984, is 1.85 million cars, up from the former 1.68 million.

Only two points separated the next two stories, and both came out of Washington. In fifth place was the government's lawsuit alleging brake defects in 1.1 million 1980 GM X-cars. NHTSA wants a recall and \$4 million in damages, claiming GM concealed information. GM has denied the charges.

No. 6 was the Supreme Court's overturning of NHTSA's attempt to rescind the passive restraint standard.

The auto recovery has been a year-long happening and has embraced the three most important areas—sales, production and manufacturer

profits. New-car sales this year are expected to wind up at about 9.1 million, a nice gain of 14 percent over last year's dismal total of a bit less than 8 million.

But an improvement over 1982 is hardly worth talking about since last year was absolutely dreadful. The encouraging news is that 1982 sales were the highest since 1979 (10.6 million), which was a very good year indeed.

Even more encouraging is the fact that domestic auto sales for 1983 also were the best since 1979's 8.3 million. This year's domestic deliveries are estimated at 6,729,000, a rise of 17 percent over last year's 5,756,660.

This year's new-car sales exceeded the total of full-year 1982 in early November. They moved

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Go-ahead for GM-Toyota reaches final FTC hurdle

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — At press-time last week, the FTC was preparing to vote provisional approval of the proposed General Motors-Toyota joint venture to build subcompact cars in GM's plant in Fremont, Calif., starting in the '85 model year.

The tentative approval was due despite the vociferous protests of Chrysler and the more muted opposition of Ford. Toyota will make the car using U.S. and Japanese parts and union labor. Chevrolet dealers will sell it.

But the tentative approval comes only after last-minute negotiations bringing somewhat reluctant approval by Toyota and GM of an accompanying consent agreement that puts into concrete the basic terms of the venture.

The limit of 200,000 units a year; the 12-year duration of the joint operation, and exchange of information between the two competitors limited to the absolute minimum.

Delay is the most important issue here because all consent agreements rest for 60 days for public comment and FTC retains the option of changing its mind although it does not seem likely to undo its provisional approval.

What it does mean is that Chrysler — and possibly Ford — apparently will not test the decision in court until FTC's approval becomes final. This could be as little as 61 days after publication of the consent decree in the Federal Register or as much as 90 days.

What was not clear at press-

time was whether Toyota can move machinery into the Fremont plant before that. If not, it would mean a great rush to 1985 production. GM has been readying the adjacent stamping plant where there is no ban on preparation for starting work.

Chrysler, which reactivated its strong lobbying team it used to encourage lawmakers to approve federally guaranteed loans just a few years ago, has launched verbal missiles and even threatened to get itself a Japanese mistress.

Chrysler has wanted FTC to oppose the GM-Toyota joint venture, saying this will allow for a "public airing" so that "customers and competitors" will know what these two "giants are trying to obtain behind closed doors."

Actually, far more than in any normal antitrust investigation, the public has been well clued in. But more importantly, Chrysler's point is one for which there have been respectable antitrust legal opinions for years.

Says Chrysler: "The fundamental fact is that the proposed agreement eliminates competition, right in the heart of the critical entry-level market, between the two strongest auto companies in the world."

When Chrysler says the agreement is "illegal by anyone's measure of antitrust law including the Reagan Administration's," that "anyone" clearly does not include either GM or Toyota whose own antitrust experts believe the agreement was drawn to avoid violating the antitrust laws.

Nor does it include the FTC staff and the majority of its

Commissioners. Michael Pertschuk, now a Democratic minority commissioner but former chairman under the Carter Administration, agrees with Chrysler and Ford and said he will vote against the agreement. But there are enough votes without Pertschuk.

Although Chrysler said putting the agreement in consent order terms does not remove the "opportunity for collusion," FTC staff and some commissioners appear to want a consent order signed as additional protection against extending the agreement.

It can also be a way of making
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Pontiacs and Buicks to come from Lansing

Oldsmobile to build GM-20 models

By Roger Rowand
Engineering Editor

LANSING. — "When Better Buicks Are Built, They'll Be Built in Lansing."

So goes a lighthearted slogan being heard around the Oldsmobile home plant in Lansing these days.

The division is getting ready to build the GM-20, once known as the N-car. And, for the first time, Olds will assemble a car for Pontiac and Buick as well as for its own dealer network.

The GM-20 is a front-drive car sized between the subcompact Firenza, which is the J-car, and the intermediate Cutlass Ciera, or A-car.

A fact sheet on the vehicle says it will be "aimed at a portion of the market growing at a rate almost three times greater than the over-all market. There will be a stylish coupe in 1985, four-door sedans in 1986. Up-level trim and appointments will be available."

General Motors is spending some \$250 million in converting and tooling up Oldsmobile and



Alfa joins the four-wheel-drive club

Alfa Romeo has joined with Pininfarina to produce a 4WD version of its smart 33. Alfa supplies some stampings and parts, but the car is assembled by Pininfarina. It will not be sold in the U.S. Story on Page 5.

Fisher Body Lansing for the new program. Planning started in September, 1979, and the corporation OK'd plans in July, 1982.

That capital spending will result in an integrated production facility with capacity for 120

cars an hour — the highest of any assembly plant in North America.

"The target market for the car demands quality. We will achieve that quality through vehicle design for quality assembly."

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breaking news

Toyo Kogyo changes name to Mazda Motor

LOS ANGELES.—Toyo Kogyo Co., Ltd., the manufacturer of Mazda cars and trucks, will become Mazda Motor Corp., effective May 1, 1984. The company's name change is subject to approval by stockholders at the annual meeting scheduled for Jan. 27. Approval is anticipated. The company was founded in 1920 and began producing vehicles in 1931.

Parts problems shut down new GM plant

DETROIT.—Production of C body cars at General Motors' brand-spanking new assembly plant in Orion Township, Mich., came to an abrupt halt Wednesday, Dec. 21. Resumption is slated for Jan. 3. Cars weren't being made, but

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